



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN NORTH DAKOTA

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in NORTH DAKOTA (Fiscal Year 1999 thru 2003)

Companies Supported:	7
Communities Supported:	3
Value of Exports Supported:	\$34.7 million
Value of Exports Supported - FY 2003:	\$13.8 million

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Midwest Regional Office

Illinois, Indiana, Michigan, Kentucky, Kansas, Illinois, Ohio, Iowa
Nebraska, Wisconsin, Minnesota, North Dakota, South Dakota, Missouri
(312) 353-8081

Ex-Im BANK SUCCESS STORIES

Melroe International of Gwinner, North Dakota, is known worldwide as the maker of Bobcat compact industrial equipment. In April 1999, it received a \$450,000 comprehensive, medium-term loan guarantee from Ex-Im Bank, which allowed Melroe to sell two Bobcat loaders to a **Mexican** company, Recycle, S.A. de C.V., for use in the processing and distribution of recycled paper and cardboard.

Weather Modification Inc. of Fargo, North Dakota, received a \$1.5 million working capital loan in July 2001 from US Bank of Minnesota that was guaranteed by Ex-Im Bank. The loan was used to cover the sale of \$9 million in weather monitors and cloud-seeding systems to companies in **Argentina, the United Arab Emirates, and Canada**. According to James Sweeney, Vice President of Weather Modification, the company's relationship with Ex-Im Bank "has assisted in continued growth of our international business." A small business founded in 1992, the company has received working capital guarantees from Ex-Im Bank since 1997.

Communication Sales Company (dba Telecom Products International), an eight-person business in **Fargo, North Dakota**, has used Ex-Im Bank short-term export credit insurance since 1998 to export electronic parts, including new dials and network process equipment and accessories, to buyers in **Spain and Ireland**.

SB&B Foods, Inc. of Casselton, North Dakota, renewed a \$400,000 Ex-Im Bank short-term insurance policy in April 2001. A 10-employee grain processing company operating since 1998, SB&B Foods has used this policy to extend favorable 60-day open account credit terms to its overseas buyers. Thanks to Ex-Im Bank, SB&B Foods has sold nearly \$80,000 worth of processed goods, including soybean oil, soybean meal, sweet corn, and other food products to **Taiwan**.